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Date: 07/03/78 By:

MAR 10 1955

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Mr. David M. Watt
Personnel Manager, Overseas Division
The Procter & Gamble Company
Cincinnati 17, Ohio

Dear Mr. Watt:

The program of psychological services to which you refer in your letter of February 15 was, during OSS days, clinically oriented. Insofar as any techniques were applied to foreign speaking individuals, they were very similar to those described in the book, Assessment of Men, published by Rinehart.

The program begun under OSS has continued and broadened in its scope. The kinds of tests used to supplement the kinds of material developed during OSS days include tests which are familiar to any competent industrial psychologist: verbal and reasoning skills, verbal fluency, clerical and mechanical aptitude tests, interest tests, etc. I am sorry I cannot be more specific, but as you well know from your own highly regarded selection program, tests cannot be discussed apart from their specific validation studies, and discussion of these would take us into classified areas.

Very truly yours,

15/
L. K. WHITE
Deputy Director

OTR/EAR:nm (2 Mar 55)
Retyped DTR:ep (5 Mar 55)
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THE PROCTER & GAMBLE COMPANY

EO 4626
ER 6-6795

Overseas Manufacturing Office, Ivorydale

Cincinnati 17, Ohio

February 15, 1955

Mr. Allen Dulles
Central Intelligence Agency
2430 E Street NW
Washington, D. C.

Dear Mr. Dulles:

The Procter & Gamble Company operates subsidiaries in many foreign countries including Belgium, France, Switzerland, Italy, Cuba, Mexico, Venezuela, the Philippine Islands and Indonesia. Naturally we are interested in making use of the best available tools and tests to improve our selection of personnel in these various countries.

We have heard that during the war the Office of Strategic Services made use of a series of tests which were very valuable in selecting foreigners for key jobs. We have also heard that the Central Intelligence Agency still makes some use of these tests.

We definitely do not want to ask for confidential information nor to violate security measures, but we would like to obtain all possible information about tests which will be valid when applied to foreigners. I would appreciate your telling me to whom I should direct this inquiry in connection with such tests.

Very truly yours,

/s/

David M. Watt
Personnel Manager
Overseas Division

DMW:MEV

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